



# workshop

# Mastering IoT

## for businesses

*Find out what IoT really is all about .*

*How to use IoT to improve your company's competitiveness and  
discover new business opportunities.*



technology **success**

# Why this workshop?

## The IoT hype

Via TV, newspapers and trade journals a bombardment of IoT related information is spread above you. It's all about dependencies and cyber risks we're facing by using IoT, about the changes IoT will have on our daily lives and that only IoT will enable you to stay ahead of competition.

How to survive under this (no-) nonsense information bombardment?

This workshop provides an insight in IoT technologies used and what is needed to integrate them into a working solution. After this workshop you will understand the technical and organizational aspects of IoT and you have handles to start a (first) IoT pilot.

In the reflective part, you will investigate whether and which short-term successes IoT will bring.

You will discover possible (new) IoT applications for your company.

### IoT benefits

IoT may lead to new business opportunities;

IoT can improve your competitiveness;

IoT is the next step in digital transformation;

With IoT you are able to improve your business processes;

### Control IoT with the 5<sup>+1</sup> IoT model

By starting with a model definition of IoT most of the IoT complexity is suddenly at your fingertips.



This model also helps in understanding what will be required for introducing IoT into your organisation.

It offers advice for a (first) successful IoT implementation.

# For whom is this workshop?

As it's all about the Business Value of using IoT, this workshop does not require specialists knowledge, it will however give an insight on how IoT will enable a next step in digital transformation.

To **business managers** IoT will be presented in comprehensive parts. The workshop focuses on where in your business processes IoT may help you to increase Business Value and enable you to introduce new business opportunities. In the brainstorm part you will discover strategic IoT benefits for your organisation.

For **technical managers** this workshop presents the system components of IoT technologies and maps these to the businesses of your company and make a next step in digital transformation.

The brainstorm sessions will enable business– and technical managers to develop a common view on the IoT possibilities and a next step in the digital transformation of your organisation.

## Your trainer

Long before the term 'Internet of Things' was known to the public Jan was involved in numerous IoT projects.

The media hype on IoT motivated Jan to address this and to clarify this hype by means of this workshop.

With over 35 years of experience in technology and system development and as business development manager Jan uses his experience and enthusiasm to stimulate in this workshop to stimulate you in mastering IoT.



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# Method

In a half-day course IoT will be ‘un-hyped’ and you will be enabled to successfully start a first IoT implementation or pilot. The workshop will be on-site in either the morning, afternoon or if required in one evening.

The workshop is divided into 4 blocks to cover all aspects of IoT.

The workshop will be concluded with a interactive session where you will investigate if and how a first IoT pilot will benefit your organisation.

## Program

### *Block 1 - What is the Business Value of IoT?*

Introductions and acquaintance. Discovery of the meaning of IoT and how it connects to Business Value.

### *Block 2 - What is IoT?*

We will find the answer to the key question ‘Why do we collect data and to do with it?’ We see a glimpse of ‘Big Data’, ‘Machine learning’ and ‘Artifical Intelligence’.

### *Block 3 - Where does IoT fit into my organisation?*

Discover the differences and similarities between manufacturing and service driven organisations and how IoT will enable a shift between them to create new Business Value.

### *Block 4 - How to realise Business Value with IoT?*

We will investigate what types of IoT platforms are available and what it means to connect things to it.

### *Session - How to benefit from IoT?*

During this (short) working session you will identify together with your colleagues beneficial IoT Uses Cases for your organisation and discuss how to start an IoT pilot and what pitfalls to avoid.

*The workshop is on-site. Depending on the depth and thoroughness you require a workshop last 1 or 2 half-days.*

*Please contact me for more information.*

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